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This column invites the opinions of all L&S readers.

Orchids

Just finished reading your editorial, "What's Delaying Shoe Research," in the January issue. Orchids to you.

Gordon B. Carson

Manager of Engineering
Selby Shoe Company

Research Fine, But . . .

Your editorial, "What's Delaying Shoe Research?" very effectively drives home some pertinent points. The idea of an organized research program for the shoe industry is fine, but where will the finances come from? Sure, some manufacturers will be willing to be assessed a cent a pair, as you suggest, but a lot of others won't. Yet, the non-payers will eventually receive the benefits, indirectly. Gives us a more sure-fire way of raising the money and we'll probably get this thing going.

Frank Bettori

Shoe Supt.
Brooklyn, N. Y.

Tanners' Profits

I noticed in your January 6th issue that tanners' profits during the third quarter of 1950 showed the second highest gain of all U. S. shoe manufacturing industries, a gain of 92 percent. No doubt the fourth quarter will also show a handsome profit for the tanners. But what gets me is this: Why do the tanners always have to wait for a war to make any money? Back in 1949, for example, they made a net profit of only about one percent. I think we're a pretty sick industry if we have to depend upon extraordinary economic conditions to make our business pay. Either that—or we're pretty poor sellers of our goods.

Tanner

Milwaukee



LEATHER and SHOES

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NAVY PROCUREMENT ADRIFT

The Navy's calf leather phobia is costly and unfathomable

WHILE the government is making loud noises about the inflationary costs of military armament and procurement items, it is not only practicing waste but contributing to further inflation by its military procurement program.

Navy footwear buying is a good example. Last week the Navy asked bids on 756,000 pairs of calf leather footwear (613,000 pairs of low black oxfords, and 143,000 pairs of high black general purpose calf leather shoes). Specification is for calf leather.

Now, this procurement order alone will account for nearly 2,000,000 feet of calf leather. Over the next 13 months the Navy plans to purchase another 2,000,000 pairs of shoes, the large majority of them made of calf leather, by specification. This will account for another 4,500,000 feet of calf leather.

Higher Cost

The cost of a pair of low black Navy calf oxfords runs about \$7.50 a pair (according to recent bids), while the cost per pair of Army side leather oxfords runs about \$5.50. Thus there is a \$2 per pair difference in the Army and Navy oxfords. This difference will account for \$6,000,000, based on Navy procurement plans and actual orders for around 3,000,000 pairs over the next year.

Now, why the Navy should specify the more expensive calf leather for the great majority of its footwear, nobody, including the Navy, knows. Though these Navy oxfords are worn for a while for dress purposes, they are worn during the greater part of their life for work purposes. They are worn aboard ship, subject to salt spray and moisture; they are worn in engine rooms, subject to grease and oil and grime. In short, the more expensive calf serves no particular purpose; side leathers could serve as well, cost less.

L and S Editorial

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Also important, such large Navy orders for calf reduces the supply of calf for civilian footwear, forcing up calf leather prices. Thus, such unnecessary procurement specifications create shortages and inflationary conditions which the government professes to prevent.

About two years ago the National Shoe Manufacturers Association appealed to the Navy to use more side leather shoes, fewer calf leather shoes to conserve needed calfskin supplies and reduce calfskin prices. The Navy agreed to "test" the recommendation. What tests were made, nobody knows. But we do know that the Navy is again specifying calf leather for most of its footwear—seemingly without economic or other rhyme or reason.

More than 20 percent of our calfskins are imported. In 1949 we imported some 178,000 calf and kip skins from Europe, 40,000 from India and Pakistan, 30,000 from Burma, 24,000 from the Arabian area. Consider that in an outright war with Russia we could very likely find our calf and kip imports sharply reduced or completely lost from all these vital areas. Or to put it to a more specific illustration: France's calfskin export quota to the U. S. is now 1,500 tons. If France was overrun by Russia—as is quite probable if war should break—we would suddenly lose this quota. By diverting unnecessarily large amounts of calfskins to military footwear, the Navy is demonstrating serious lack of consideration for economy and military practicability.

Now, we do not believe that side leather tanners should bear the brunt of the military load. For them to assume their own responsibilities in the procurement program, and add also the bulk of the calf leather load, would be unfair. It would mean, for example, that the side leather tanners would be unable to fully service their regular accounts making civilian footwear. And, once the mobilization or war emergency was over, these tanners would find it difficult to regain their temporarily sacrificed civilian business. That was the experience of many after the last war.

However, we do believe that a good portion of the Navy footwear could and should be made of leathers other than costly calf. We advocate this for two major reasons: (1) a real economy (more than \$5,000,000) could be realized by the government; (2) calf leather prices would not be forced upward because of unnecessarily created shortage resulting in inflationary spirals.

A Compromise

A compromise could be reached. For example, all footwear and handbags used by the women's Navy corps would be of calf leather. And, say, perhaps 25 percent of the men's Navy dress oxfords. This would allow the calf tanners to retain a fair share of responsibility, and also retain a share of military business which is desired in peacetime. In fact, during peacetime a larger share of Navy footwear could and should go to the calf tanners, much as the bulk of Army footwear in peacetime is made of side leathers.

If we can reduce inflation and save money for the government, then it is the smallest part of patriotic duty to do so. The Navy's footwear procurement ship is adrift and needs to take a new bearing and set a new course.

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APPLIED SHOE ENGINEERING

How tested method and research create higher efficiency, savings

by

Gordon B. Carson
Manager of Engineering
Selby Shoe Company

The foregoing discussion covering instruments and the contributions they can make to shoe manufacture, would be worthless without some examples of the down-to-earth applications which have been made as a result of their use.

One of the things we discovered as a by-product of our studies prior to setting fitting room standards, was the terrible inadequacy of the average line shaft-driven sewing machine.

The electric transmitter manufactured by the Singer Sewing Machine Company and in general use in many shoe plants certainly is a great improvement over line shaft-driven equipment, and yet the argument frequently is heard that since all shoe factory stitching involves rather short paths of travel and a lot of starting and stopping, there is no need for a high-speed transmitter. The fact remains that substantial losses in productivity are caused by the poor performance of existing equipment.

One of our frequent errors in the shoe industry is that when we put in better equipment, we frequently do not re-study it to determine whether its level of productivity warrants an honest revision in labor rates.

This failure of ours is sometimes caused by the shortsightedness and bellicosity of the labor union with which we deal, and sometimes by the lack of great improvement in per-

formance on some of our newest machinery when compared to the old models.

For example, in the laboratory we found approximately a 10 percent improvement in stitching productivity over long periods of time through the use of Singer electric transmitters and endless rubber V belts compared to our line shaft transmis-

ters and round leather belts. When we constructed a new factory we put in the electric transmitters and V belts and established labor rates in accordance with the new levels of productivity available. A careful check was made, and workers' earnings were satisfactory under the new standards.

One of the things we discovered

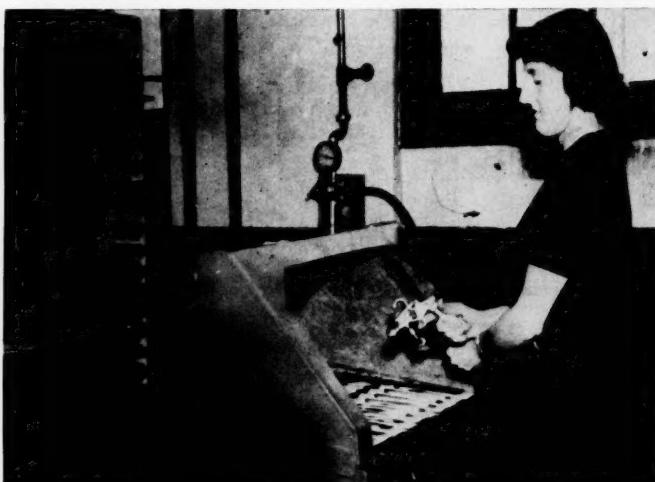


Fig. 8: Double Jacket Spray Booth. Keeps work down by suction, and also eliminates back spray and vapor "drift" into room.

from the recording tachometer charts was that the transmitters now used widely in the shoe industry are made backward. The heaviest rotating part is on the driven side. This means that it is slow to start and slow to stop. The clutch has to pick up the high inertia, and the brake has to stop it.

We recently constructed an experimental transmitter which has the fly-wheel on the driving side and light parts on the driven side, and therefore maintains its speed at the moment of starting of the sewing machine. Since the brake does not attempt to stop the fly-wheel, the sewing machine stops rapidly.

We have made about ten of these transmitters and have tried them on various jobs. They are back in the shop now to have a few of the mechanical "bugs" taken out of them and then we expect to use them on operations such as closing and other of the high speed stop-and-start fitting room operations in the shoe factory. A total gain of 8 percent to 10 percent in production is anticipated.

Fitting Room Spray Booths

For a long period of time the industry has had many varied designs of spray booths in fitting rooms. Most of them have been reasonably satisfactory, but in some cases the amount of material allowed to drift in the air in the fitting room is nothing short of a disgrace to our technical ability.

We recently built a simple spray booth erected after careful attention had been given to velometer readings in existing booths. This booth, built without much difficulty in the company tin shop, actually consists of two shells. The outer shell has a space completely around it through which air is drawn and the inner shell acts as the inside of the booth. Excelsior is placed in the floor of the booth to trap the wet material as it goes through. Properly designed trays of water have been equally effective in preventing wet material from getting into the lower part of the booth and into the fan.

This booth does not interrupt the foreman's view of his fitting room and has been quite satisfactory in removing all of the vapor in the air so that there has been no complaint among operators working close to it.

Such obvious things as being able to use both hands at one's work have long been expounded among the cardinal principles of motion study. Yet, frequently, we allow machines or implements to get into our plants which immobilize one of the opera-

tor's hands for part of the operating cycle. This is true of the hand operated jacks for covering wood heels.

A simple change in the jack makes it possible to improve the operator

performance on the job and to eliminate the operator's use of hands to clamp the work. The change in design was accomplished at very low cost. In fact old sewing machine

(Concluded on Page 32)



Top -- Fig. 9: Heel-Covering Jack showing Standard sewing machine treadle adapted to foot operation of jack.



Fig. 10: Map measure and gauges for pattern survey for cutting and fitting standards.

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DOMESTIC TANNING SHORTAGES

By

Charles M. Proctor

RECENTLY, the United States Department of Agriculture announced that it had adopted a program showing foresters how to treat oak and hemlock bark in order to obtain more and better tannins, thus helping to offset their domestic short supply. This may sound logical to one unfamiliar with the situation. The fact remains that oak and hemlock tannins are not used to any great extent under present tannery production methods.

This change in methods was partly due to their higher costs compared to other tannins. In many instances these higher costs were because of excessive freight rates from points of shipment to destination. Several years ago, I was asked to make a survey of bark supplies in the West Coast States and British Columbia with the view of establishing an extract plant in that section. When estimates were made, covering shipments of liquid extract in tank cars or barrels of solid or powdered extract in bags to tanneries located in Central and Eastern States, the survey was abandoned as the quoted freight rates were ridiculously high. Possibly the Department of Agriculture will look into the matter of freight rates before it spends much money on a program to show foresters how to treat oak and hemlock bark especially for those living in distant sections like the West Coast.

Chestnut

Everyone in the tanning business is familiar with the chestnut blight and what it will eventually do to the extract plants in the Southern States. At the beginning of the blight, I covered the Blue Ridge Mountains from Maryland to Georgia to make a chestnut survey for a concern that was considering purchasing some large acreages. It was a depressing sight even at that time to see what was happening to trees in several sections of the South. Of course, dead trees as well as live trees can be used for

making extract but it will not be many years before both are used up. This will be a heavy blow to the domestic tannin supply as chestnut extract represents a large percentage of it. This will put real problem up to the people in Washington to solve. However, it may not be as difficult as it would seem as less tannins are being used each year, owing to the inroads of substances for shoe soles and uppers which are made without tannins.

Spruce

During the past thirty years, I have also made other surveys for tanning materials. These covered all of the Southern States, Pennsylvania, New York, Michigan, the New England States, Canadian Provinces and even Newfoundland. I did not find much hemlock bark but there were unlimited quantities of spruce wood which was owned or controlled to a great extent by the large paper mills.

Much spruce extract could be made from this wood if the mills had the proper equipment for producing it. At present, only one large producer is in the field. As the price is very reasonable, it is one of the mysteries in the tanning trade why more of this extract is not being used as it can be manufactured to satisfactorily tan any class of leather. As a matter of fact, a doctored spruce extract could pass for a synthetic hemlock, oak or quebracho, according to the way it is treated. The cost of doing this is negligible.

The Department of Agriculture might wish to consider this fact—if they have not already done so—as tanning formulae would not have to be changed as much as when using syntans in the processing.

(Note: In regard to spruce extracts, the first of several articles prepared by Dr. Frederick L. Hilbert, will appear this month on the subject of "Vegetable Tanning Extracts from Waste Sulphite Liquors from Paper Mills." THE EDITOR.)



Welcome relief may be in sight for shoe manufacturers having or contemplating difficulties in obtaining shoe supplies such as aluminum eyelets, steel washers, shanks, etc. Formation of Shoe Manufacturers' Industry Advisory Committee by National Production Authority shows Government plans to study situation shortly.

Present plans call for 33 leading shoe manufacturers to meet in Washington Jan. 18, organize committee to discuss industry's production problems, iron out supplies and other difficulties. Committee will meet with Julius Schnitzer, now head of reorganized NPA Leather Division.

Washington appears finally awakened to necessity of working out defense era problems of essential shoe industry. Complaints of harassed tanners and shoe manufacturers have begun to take effect. Formation of Leather Industry Advisory Committee, separation of Textile and Leather Divisions, and finally new shoe advisory group are examples. However, NPA has its work cut out as metal and other cutbacks hit shoe industry.

Recent item of interest was NPA press release stating no end-use restriction on steel "in sight." NPA claimed all industries "assured of getting an equitable share of steel to fill non-defense-rated orders." Actual facts of situation pointed up by stepped up efforts of shoe industry to find substitutes for steel washers. Same is true of aluminum eyelets (now cut back 35%), tacks, nails, cements, etc. Latter shortage may be overcome by use of synthetics and reclaimed rubber.

• • •
Breakthrough of Dec. 19 price line by small packers and country hide markets far from unexpected . . . in fact, almost inevitable. Big packers, while holding price line set by ESA order, first withdrew all offerings, then sold a few hides on voluntary allocation basis. This left hide dealers completely out in cold, only partially satisfied tanners.

Small packer and country hide markets were loaded with rawstock, took advantage of heavy demand by dealers and tanners, despite inferior quality of rawstock, to raise prices. Buyers kept clamoring for hides at higher prices. Small packers find it easy to ignore voluntary price freeze since wide dispersion of market makes it

almost impossible for Government to consider price enforcement at present time.

Net effect of breakthrough plus consequent advances on leather market was to convince Government officials only mandatory controls will work. All statements to contrary by various Government agencies so much camouflage. Actual truth is Washington would slap on controls now if it could enforce them. Many more agency personnel needed but these will be added to payrolls shortly. Until then, ESA will get gradually tougher, make more threats, add teeth one by one to present controls.

Government more worried about failure of rawstock supplies to reach tanners' hands than climbing prices. Unless tanners get sufficient hides soon, leather output will be hard hit. With military progressively raising sights on footwear needs for coming months, serious leather shortage would find shoe manufacturers pressed to meet military and civilian requirements. Army estimates current needs at 13 million pairs, Navy at 3 million by Feb. 1952, other forces bring 1951 military total to upwards of 20 million pairs.

• • •
New outbreak of hoof-and-mouth disease in Mexico has U. S. Department of Agriculture officials worried. To date, Department has spent over \$120 million in effort to prevent disease from spreading across the border to American cattle ranches, dairy farms, etc. Latest occurrence, only 300 miles south of the border, came just when officials felt disease was suppressed. Now campaign of prevention must begin all over again.

• • •
Latest controversy over Army shoe procurement recently stirred up in Washington where some newspapers point out surplus stores are selling combat shoes at \$5.40 and \$7.99 per pair compared to \$7.85 and \$9.97 now being paid shoe manufacturers by the Army. What newspapers overlook is fact that Army needs millions of pairs while surplus stores have only small supplies on hand.

• • •
U. S. Air Force pilots, particularly those who fly in cold climates, have come up with new combination shoe. Fliers are using 3 pairs of heavy wool socks, electrically-heated inserts, and felt shoes with triple sole.

BIG PACKERS BREAK PRICE LINE

PRICE FREEZE SEEN DISMAL FAILURE

Hide Demand Stays Heavy Despite 2c Advance

An advance of 1½ cents per lb. realized late last week on several selections of hides by a large independent packer, subsequent allocations at the higher prices by three big packers, and sales of 11,500 hides at an additional two cents advance by a fourth big packer conclusively ended the big packers "hold the price line" policy early this week.

Trade reports first had the latest hide purchases made by speculators but buyers were finally revealed as three brokerage firms, with ultimate delivery made to tanners.

Hide circles buzzed with the failure of voluntary price stabilization efforts made by the "Big Four" packers. Pointing out that big packers alone apparently cannot control the hide market, many trade officials were now convinced only mandatory controls of hides and skins could curb excessive buying and inflationary run-away prices.

Despite soaring prices, demand by tanners and hide dealers continued strong at the new levels. Just how high buyers would go in their rush for supplies was impossible to determine at this time. However, many tanners still needed more hides to keep operating, appeared willing to pay current prices.

Military Costs

One large tanner pointed out that advancing rawstock and leather prices would put pressure on the Government to impose early controls since military leather and shoe costs as well as civilian costs were directly affected. Some action must be taken quickly by the Government to keep prices from skyrocketing further, he said.

The price line breakthrough came about when heavy demand and limited suppliers forced big packers to allocate a few hides among many buyers. In addition, through hold-

ing prices at Dec. 19 levels, big packers showed little inclination to sell available stocks.

Mere mention of "allocations" was enough to bring buyers rushing into the market. When some tanners and hide dealers, unable to buy big packer hides, turned to the small packer and country hides markets, the latter immediately rose 1½c.

Small Packers Gain

Small packers quickly gained a competitive edge over big packers both in buying cattle "on the hoof" in live markets and selling beef, due to better returns on hides. These factors played an important part in big packer decisions to sell hides again on a competitive open market basis.

Because many tanners have established a high wetting position far out of line with demand for finished leathers, several leading hide brokers declared a solution could be reached without recourse to mandatory hide and skin controls. The Government has only to reduce wettings and hide purchases of all tanners on a proportionate basis, they claim, so that total allocations fall below available supplies. This automatically would create some excess of supply over demand, reduce demand for poorer quality hides. Prices on these would then drop below the level of more desirable lots, they added.

Temporary Freeze

Brokers pointed out an excess of supply over demand would effectively check all prices, possibly reduce some. If the Government is unprepared to handle detailed allocation problems immediately, it could declare a "temporary" price freeze, suspend all buying until the program could be put into effect.

At week's end, the price problem had reached a crisis. The New England Shoe and Leather Association, which represents leading tanners and shoe manufacturers in the area, sent a resolution to Charles E. Wilson, director of defense mobilization, urging that mandatory controls be put on hides and skins. The next step was up to Washington.

PLAN CUT IN RUBBER FOR FOOTWEAR

Rubber Content Limited To 70%

Manufacturers of rubber footwear and rubber footwear supplies will be limited to 70 percent natural rubber content in their products by March 1, according to present plans of the National Production Authority.

The action will come as part of NPA's efforts to limit civilian use of natural rubber. Agency officials estimate that civilian consumption of rubber for March will be cut below the 35,000 tons limit now set for Feb.

Cutbacks in natural rubber content have been tentatively set for only two products to date, NPA officials revealed this week. Besides limiting rubbers, sneakers, rubber soles, heels, etc., to 70 percent natural rubber content, Government planners say they will cut rubber insulation to a 20 percent natural content.

Other product groups such as sporting goods, women's undergarments, tires, rubber thread, etc., will also feel the bite of maximum usages, although the NPA has set no date for these limitations.

NPA officials pointed out that Government production of synthetic rubber will have increased enough by March or April to allow manufacturers to maintain current overall rubber consumption at 90,000 tons. This will enable rubber footwear manufacturers to maintain normal production levels although reducing quality.

Company Allocations

At the present time, NPA is not entirely clear on how it will finally go about limiting use of natural rubber in order to rebuild defense stockpiles. Officials expect to begin individual company allocations after the General Services Administration, which now buys all natural rubber for the Government, sets a price policy.

This would mean that use of natural rubber would be cut first by cross-the-board limitations, then by company allocations and finally by product specifications.

NAVY REVEALS FOOTWEAR NEEDS

Seeks Over 3 Million Pairs In Year

Following the lead of the Army Quartermaster, the Navy Purchasing Office this week announced its "current" footwear requirements. Unlike the Army and Air Force, however, the Navy made no mention of pairage needed in the early part of 1951, listed its needs from June 1951 through Feb. 1952.

Total pairage required by the Naval Forces from the third quarter of its fiscal year 1951 through the first quarter fiscal year 1952 (a period of nine months) is 2,076,600 pairs of men's and women's footwear.

Of this, 1,588,100 pairs will consist of men's black calf oxfords, 131,400 pairs will be men's brown calf oxfords, 278,500 pairs will be men's general purpose high shoes, 20,600 pairs will be women's whites, and 58,000 pairs will be women's black shoes.

The Navy recently opened bids on 782,808 pairs of men's black and brown calf oxfords, 143,196 pairs of black general purpose shoes and 12,108 pairs field shoes. Delivery is scheduled from March to May. Unless further bid invitations are issued, it appears the Navy estimates its footwear needs through Feb. 1952 at close to three million pairs.

Requisitions for the three quarters beginning in June 1951 are listed as follows:

3rd Quarter of Fiscal Year 1951
for delivery in June, July and Aug.
1951:

	Pairs
Shoes, Low, Black	814,100
Shoes, Low, Brown	39,300
Shoes, High, General Purpose	115,000
Women's, White	9,600
Women's, Black	34,000
	<hr/>
	1,012,000

4th Quarter of Fiscal Year 1951
for delivery in Sept., Oct. and Nov.
1951:

	Pairs
Shoes, Low, Black	387,000
Shoes, Low, Brown	45,100
Shoes, High, General Purpose	77,000
Women's, White	6,000
Women's, Black	12,000
	<hr/>
	527,100

1st Quarter of Fiscal Year 1952
for delivery in Dec. 1951, Jan. and
Feb. 1952:

	Pairs
Shoes, Low, Black	387,000
Shoes, Low, Brown	47,000
Shoes, High, General Purpose	86,500
Women's, White	5,000
Women's, Black	12,000
	<hr/>
	537,500

11-Month Retail Shoe Sales Up 1%

The nation's independent retail shoe stores about held their own in dollar volume for the first 11 months of 1950, the Census Bureau reports.

Dollar sales for the period ran one percent higher than in the comparable 1949 period. Sales in Nov. also ran one percent above Nov. 1949 figures, although dropping five percent from Oct. 1950.

Unless Dec. sales show a decided pick-up, it appears certain that unit sales for 1950 will fall considerably below the previous year. Shoe prices in the last six months of 1950 rose considerably above prices in the comparable 1949 period.

ARMY SEEKS TWO MILLION PAIRS GLOVES

The Chicago Quartermaster Purchasing Office has requested bids on a negotiated procurement for 2,132,000 pairs of horsehide glove shell, leather, M-1949, specification MIL-G-322A, dated Dec. 22, 1949. Delivery is scheduled for Feb. through May with a DO rating awarded.

The bid is the result of a program recently formulated by Army officials with members of the horse and deer glove leather industry and leading glove manufacturers. Under the program, negotiated bids will also be held for 1,373,000 pairs of mittens, shell, trigger finger; and 1,144,000 pairs of arctic mittens.

At a meeting held in Washington, D. C., last week, the Leather Industry Advisory Committee of the National Production Authority recommended that use of glove leathers from horsehide fronts (horse, colt, mule, donkey, ass, or pony hide and skin foreparts) and deerskins be banned for use in civilian gloves. The NPA is expected to rule that all glove leathers of these types which meet military specifications be used only for military gloves.

MILITARY SHOE ORDERS UP 75% IN '50

New England Awarded 41% Of Total

The nation's armed forces purchased a total of 4,973,030 pairs of footwear in the calendar year 1950, a gain of 75 percent over 1949 military shoe purchases, according to a survey by the New England Shoe and Leather Association. This included all leather footwear items, shoe pacs, felt boots and canvas slippers.

New England manufacturers were awarded 41 percent of the contracts for this pairage during the year, Maxwell Field, executive vice president and secretary of the association, reports. "Actually, 74 percent of all Navy shoe awards and 39 percent of Army contracts were awarded New England shoe manufacturers on the basis of competitive low bids.

An analysis of the survey follows:

1950 Contracts	New England Companies	Total Awards
Army	1,220,132	3,163,350
Navy	786,074	1,061,712
Marine		210,000
Air Force	27,016	537,968
Total	2,033,222	4,973,030

L&S SETS NEW REPRINT RECORD

In 1950, firms in the shoe and leather industry requested some 40,000 reprints of editorial matter published in LEATHER AND SHOES during the year. This editorial reprint material consisted of feature articles, editorials and news stories.

These 40,000 reprints doubled the record established by L&S in 1950, when some 20,000 reprints of editorial matter were requested and distributed by firms in the industry.

Also, during 1950 L&S continued to lead all other publications in its field in quoted material, to hold its position as "the most quoted shoe and leather publication in the world." LEATHER AND SHOES was quoted at a ratio of about 7 to 1 over all other publications combined, and 9 to 1 over the next publication.

Editorial material reprinted from LEATHER AND SHOES was published in some 20 different countries all over the world.

BUSINESS, LABOR MUST CURB PRICES AND WAGES, SAYS SAWYER

Shoe And Leather Men Told Industry Mobilization Progressing Rapidly

Management must put restraint upon price policies and labor must put restraint upon its demand for increased wages, Secretary of Commerce Charles Sawyer stated this week in addressing the 82nd annual banquet of the New England Shoe and Leather Association at Boston's Hotel Statler. Sawyer's speech to association members was broadcast to millions of listeners over a national network.

Although the Government has profited from lessons of World War II and is making rapid progress in organizing industry for mobilization, national unity, confidence, and "substantial cuts" in luxury items and necessities are needed in the present emergency, Sawyer declared.

The program of the National Production Authority set up by the Commerce Department is controlled by three considerations, he added. Military demands should be met promptly and fully, a "reasonable but positive" stockpile program, and carrying-out of these objectives without hampering "the continued strength and steady growth of our civilian economy."

"We will have substantial cuts in luxury items," said Sawyer. "We will have substantial cuts in what many regard as necessities. We will unquestionably have to pay vastly increased taxes and will for that reason have less money to spend on ourselves."

In organizing the mobilization effort, the Secretary said, the Government was avoiding past errors of duplication of existing agencies and lack of unified control. At the end of four months, "there has been more well-planned and constructive activity in the National Production Authority than occurred during the first full year after similar organizations were initiated in World War II."

Sawyer said he fully believed the civilian economy can meet demands of the military program and still maintain for the American people a standard of living higher than anywhere else in the world.

However, materials in short supply — some in critically short supply — must be obtained from now on no matter what the cost to the civilian economy. This includes items such

as copper, aluminum, rubber and others. The Secretary did not specifically mention the effect of such shortages on the shoe industry but his inference was plain—military needs must be filled regardless of the effect on civilian output.

Frank S. Shapiro was elected president of the association for the third consecutive year. He was "drafted" by the Nominating Committee to serve in "a year of national emergency." Also re-elected were Paul O. MacBride, Milford Shoe Co., and Samuel L. Slosberg, The Green Shoe Mfg. Co., vice presidents; A. W. Berkowitz, Bourque Shoe Co., treasurer, and Maxwell Field, executive vice president and secretary.

Vice president J. Franklin McElwain was made an Honorary Life Director. He is succeeded as vice president by Robert C. Erb, president of J. F. McElwain Co. New directors are Edward F. Casey, Danvers Shoe Co., Inc., James T. Gormley, Day-Gormley Leather Co., Charles H. Jones, Commonwealth Shoe and Leather Co., Burton Machinist, Foot Delight Shoe Co., Inc., A. A. Rogers, Proctor Ellison Co., Emanuel H. Rubin, Diamond Shoe Corp., Jack Shain, Shain & Co., Inc., and Alec H. Stein, Stein-Sulkis Shoe Co.

Named General Manager



E. G. Tremaine, Jr., who has been elected vice president and appointed general manager of United Last Co., Boston. Tremaine has been with the company for 31 years. During World War II, he served as a Lt. Col. with the U. S. Army. He was voted a member of the board of directors and asst. general manager in 1948.

NEW YORK SHOE WORKERS STRIKE

3800 Workers Demand 15c Pay Hike

The strike, which began late last week when 3,800 shoe workers walked out of 24 factories in the New York area threatened to engulf the New York and Brooklyn shoe industry this week. Management as yet showed little indication of agreeing to worker demands for a 15 cents hourly wage increase.

Immediately affected by the walkout were member plants of the Shoe Manufacturers Board of Trade which represents 37 shoe firms, most of them in the women's field. The Board, headed by Monroe Geller, has a contract with Joint Council No. 13, United Shoe Workers of America, CIO.

Geller declared that the contract, effective until next Nov., contains no wage re-opening clause. Average wages in the area were \$2 per hour with some workers earning \$3 hourly, Geller said. Minimum wage for learners is 85 cents per hour.

In addition to the 15 cent hourly increase, the union is reported seeking a minimum of \$1 per hour and other benefits.

Shoe manufacturers feared the strike would spread to 1,500 workers in 21 member-plants of the Stitchdown Shoe Manufacturers Association and another 4,000 workers in 40 member-plants of the National Association of Play Shoe and Slipper Manufacturers. Union contracts with these associations do not expire until March and Feb., 1952, respectively.

NEW ENGLAND GROUP ASKS HIDE CONTROLS

The board of directors of the New England Shoe and Leather Association voted this week that a resolution recommending mandatory price controls on hides and skins be forwarded to Charles E. Wilson, director of defense mobilization, in Washington.

Controls would assure tanners of adequate rawstock supplies and enable both them and shoe manufacturers to meet military and civilian shoe requirements as well as planning production and pricing policies for the near future, according to association president, Frank S. Shapiro, who made the announcement.

210 Associates Re-Elect Saul Katz

Saul L. Katz of Hubbard Shoe Co., Inc., Rochester, N. H., was re-elected president of The 210 Associates, national philanthropic organization of the leather and shoe trade, at the annual meeting held Jan. 3 in Boston.

Other officers named were: vice presidents, Albert D. Aronson, American Girl Shoe Co., Inc.; Albert E. Gordon, South Berwick Shoe Co.; Kivie Kaplan, Colonial Tanning Co.; Francis B. Masterson, Hub Shoe Co.; and Walter Reinstein, John E. Daniels Leather Co.

Abe W. Berkowitz, Bourque Shoe Co., treasurer; Edwin M. Kassel, A. Shapiro, Inc., assistant treasurer; and J. William Nicolls, Jr., Day-Gormley Leather Co., secretary.

SET FOOT HEALTH WEEK

An extensive publicity program, designed particularly to give foot care advice to men and women employed in defense plants, has been adopted by the National Foot Health Council for its 26th annual Foot Health Week to be held May 19-26.

Council officials have pointed out that foot defects among industrial workers slow down production, impair health, and cause more than \$600 million annual loss to industry

and workers through absenteeism, slow-downs and accidents.

Various labor groups, insurance companies, and departments of health and safety as well as individual firms will cooperate during the week in promoting better foot care among industrial workers. Another feature of the week is a campaign to promote foot care among children.

PUBLISH LABOR GUIDE

One of the newer and more welcome treatments of employer-employee problems is the recently-published "Labor Relations Guide for Massachusetts," written by Attys. Donald A. Shaw and Lawrence M. Kearns of Boston.

Shaw and Kearns represent a combined experience of 20 years of specialization on all phases of labor relations, much of it within the leather and shoe industry. Their book, couched in simple, concise language, offers business and labor officials comprehensive, up-to-the-minute coverage of labor relations laws and problems.

Both State and Federal requirements on such matters as wages, hours, overtime, working conditions, union activities, employee security, etc., are compiled in one, easy-to-use volume.

THAWING OUT FROZEN ASSETS



Are today's demands on working capital giving your business the quick-freeze?

Normal liquidity as a cushion for vital production commitments needn't be such a vexing problem.

Not with all the advantages of Crompton Factoring. This service means cash for receivables...cash that comes automatically as goods are shipped.

This flow of additional capital keeps right up with sales. You have the resources for volume purchasing and operation that work for economies and better earnings.

Bring your problem to Crompton. We have the resources and experience of an organization successful in business since 1807.

The Human Factor

CROMPTON-RICHMOND CO., INC.

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MILITARY BIDS AND AWARDS

Arctic Overshoes

January 15, 1951—Navy Invitation No. 8106 covering 103,540 N-1 pairs arctic overshoes, slip-resisting sole, five buckles. Item A, 51,790 pairs for Naval Supply Depot, Mechanicsburg, Pa.; Item B, 51,750 pairs Naval Supply Center, Stockton, Cal. Delivery at one-third within 60 days of award, one-third within 90 days and one-third within 120 days. DO rating. Quote FOB plant price. Opening in New York at 10:00 a.m.

Leather Gloves

January 30, 1951—Invitation No. 173-DQP-51, covering 100,320 pairs of gloves, leather, lined, horse-hide cut and sewn liner. Specification May 24, 1949, amended Sept. 9, 1949. Opening at 110 S. Broad St., Philadelphia 46, for the Marine Corps.

• **Maharem Fabrics Corp.** of New York reports it is making a new fluorescent shoe fabric. The firm, which makes novelty shoe fabrics in addition to satins, meshes and linens, recently appointed Mrs. Peggy Brisbane to the shoe fabrics division.

"NO BREAKAGE TO BACK SEAMS"
 "NO DISTORTION OF TOP LINES"
 "EASIER ON OPERATOR"
 "KEEPS SHOES IN BETTER SHAPE"
 "SAVINGS HELP PAY LAST COSTS"

**that's what
users say about**
SLIDE-O-MATIC
the revolutionary last
that really shortens!

What shoe manufacturer hasn't wanted a last that would remove quickly, easily... eliminate strained and broken back seams and bindings... make last insertion in pre-fitted uppers rapid and easier on the operator... simplify and speed up relasting? Now such a last is available in Slide-O-Matic and here's what present users have to say:

"Since using the Slide-O-Matic, we find absolutely no distortion of top lines and no breakage or damage to back seams."

"The last makes it possible for an individual of not too great strength to operate the machine."

"The last speeds up last pulling to a considerable degree."

"We find that it is much easier to hold a tight top line with Slide-O-Matic than with the old conventional hinge. In fact, it seems to keep the shoes in better shape all the



Slide-O-Matic is shortened without effort on a simple treadle operated machine.

No notch in the cone, no opening in the bottom of Slide-O-Matic gives unbroken supporting surface for proper settling of material to the wood... aids shape retention.

way through. Without it, relasting would be practically a hopeless job for us."

Every Slide-O-Matic user reports benefits which have improved his production, speeded his lasting operations or controlled his costs. For example, manufacturers of slip-lasted shoes can shorten the last, turn platform covers and reclose the last faster than by any other technique.

What Slide-O-Matic is doing for many types of shoe making, it can do for *you*. Write for literature or ask your United Last representative to call.

UNITED LAST COMPANY
BOSTON, MASSACHUSETTS

JARMAN TESTIFIES AT UNITED SHOE TRIAL

Shoe Manufacturers Discuss Leasing Policy

W. Maxey Jarman, chairman of General Shoe Corp., one of the nation's largest shoe manufacturers, was star witness this week as United Shoe Machinery Corp. continued its defense against Justice Department anti-trust charges. Jarman was the 13th shoe manufacturer to testify at the trial before Judge Charles E. Wyzanski, Jr.

Under questioning by the judge, the General Shoe head admitted that the shoe industry would benefit if manufacturers were given their choice of leasing or buying shoe machinery outright. Large manufacturers would benefit from a sales basis, he added, although long-term cost differences would be "very small."

General Shoe, which now produced 16,500,000 pairs of shoes annually in 17 U. S. and two foreign plants, annually pays about \$60,000 for USMC machinery leases. Altogether, it owns about \$1 million worth of shoe machinery. Leasing costs average between 5½-9 cents per pair of shoes.

Jarman added that he favored separation of leasing and service charges for all leased United Shoe Machinery.

Other shoe manufacturers who took the stand as defense witnesses during the week included Louis E. Beaudin, president of I. E. Beaudin Shoe Co., Hanover, Pa.; Charles Ortgiesen, president of Mid-States Shoe Co. and Ideal Shoe Co., Milwaukee and Brooklyn; J. J. Moran, president of Moran Shoe Co., Carlyle, Ill.; Sam Wolff, president of Wolff-Tober Shoe Co., St. Louis, and David E. Goldstrom, president of Chesapeake Shoe Mfg. Co., Baltimore.

The majority of defense witnesses testified they preferred to lease rather than purchase shoe machines outright. Use of capital for other costs plus "satisfactory" repair and maintenance service supplied by United was cited by the witnesses.

At one point Judge Wyzanski asked defense counsel to bring out the extent of service offered shoe manufacturers as part of United's leasing policy. He stated that if the company was primarily engaged in providing service rather than leasing shoe machines, this fact would have an important bearing on the case.

Canadian Shoe Prices To Rise 10%

Retail prices of shoes in Canada will rise an average 10 percent by next Spring if the Canadian Government does not apply a price freeze before that time, according to Homer Dufresne, president of the Shoe Manufacturers' Association of Canada.

In a year-end statement, Dufresne said the Canadian shoe industry is well-equipped and organized to meet the nation's military footwear needs "without endangering civilian supplies."

The price situation, he said, would

be governed by the government's decision regarding price controls. "If no controls are applied, either to prices of materials or wages," he added, "then there will be an inevitable increase in the retail price of shoes next spring."

"As far as can be seen at this time, such an increase would probably be an average of 10 percent, due entirely to the increased costs of manufacturing and distributing footwear."

Canada's shoe production will increase if price controls are applied, he said, "since full employment, together with stabilized prices, will insure an increased demand."

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years' experience
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Chemical Specialties of
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For MAXIMUM Efficiency* in



USC Automatic Edge
Trimming Machine - A



USC Automatic Edge
Inking Machine - A



USC Automatic Edge
Setting Machine - A



Removes pre-determined amount of stock from soles with a rotary cutter or abrasive wheel and gives the proper edge character for ink receptivity. May also be used for chamfering, producing any desired angle or bevel, and for rabbeting a platform to accommodate the seam in slip-lasted footwear. Adjustable feed and trimming speeds for various materials and sole shapes.



Inks edge and rand, edge and extension to $\frac{1}{4}$ inch or chamfered portion of sole only. Assures cleaner shoe bottoms and more uniform application. High quality is evenly maintained and users experience marked decrease in ink and operating costs. Adjustable feed accommodates all materials. Easily cleaned and maintained.

Pre-Finishing Soles Use All 3 UNITED AUTOMATIC EDGE MAKING MACHINES

- ★ Uniform edge trimming — always
- ★ Uniform, thrifty edge inking
- ★ Important savings in buffing abrasives
- ★ Cleaner soles — minimum need for bottom cleaning
- ★ Greater overall product uniformity

IF you now perform a pre-finishing operation on soles with the **USMC AUTOMATIC** Edge Trimming Machine you know how valuable this modern automatic equipment can be in keeping production high and operating costs

low. By going automatic all the way — you can get these production advantages in inking and setting as well.

As a unit or individually, these machines can produce 3600 and more pairs of soles per 8-hour day. All three machines are individually motor driven and give the production results you expect. With leather, rubber-like or synthetic soles the entire production is uniform and meets quality standards that cannot be accomplished by hand.

These machines can be real money savers. Why not let a United branch office representative give you additional facts on any of these machines as they apply to your situation?

**UNITED SHOE MACHINERY
CORPORATION**

BOSTON, MASSACHUSETTS

Hand work cannot as rapidly achieve such uniform quality as in the edge produced by this machine with its rotary iron. Speed adjustable for proper feeding of variety of materials, thicknesses and patterns. Heat for iron is rheostat controlled.

LEATHER PRICES REACHING NEW HIGHS; NO END IN SIGHT

Replacement Costs Force Tanners To Raise Prices Almost Daily

Sole leathers soar out of bounds. Calf tanners await Navy orders. Sides and splits strong and active.

Soaring Sole

Using replacement costs as a selling guide, Boston tanners upped prices almost daily this week. At press time, the Government withdrew threats of early controls. How the market will react is the big question being asked in all trade circles. Some foresee at least temporary cessation of commodity speculation. Others look for wilder inflation.

Up to Thursday, sole leather had climbed to new highs with sales absorbing most offerings. Lights were in very tight supply; more interest boosted prices of both medium and heavy leather. While there are no actual lists, sales have been made at the following prices, with still higher asked for further quantities.

Light Bends: \$1.01-1.06

Medium Bends: 96c-\$1.00

Heavy Bends: 85-90c

Sole leather tanners of Philadelphia report a great deal of activity. Most tanners are doing business in considerable volume and prices continue to soar. A current average quotation for finding bends is 80c, while factory bends find a market at prices which average \$1.00. Bellies selling easily at 60c and heads quoted at 40c. However, although tanners gave the quoted figures, it was felt that prices will not stop here but will continue to go higher as long as the whole idea of "hold the line" is voluntary.

Kid Leathers Active

Kid leather tanners of Philadelphia report business fairly active. Most activity centers around lower grades but there is pretty good call for the higher price ranges.

Black continues to far outpace any other shade in both glazed and suede. Tanners report some sales in blue but say they're not doing the volume of business expected. There continues to be some market for brown in glazed and suede. Most sources report little business in bright colors. Prices in both glazed and suede unchanged.

Good volume of business in slipper

leathers at firm prices. Linings fairly good. Most tanners report little or no business in crushed; a few have a permanent market for this type of leather. Nothing reported in satin mats.

Current Average Prices

Suede: 40c-95c

Glazed: 40c-\$1.25

Linings: 30c-60c

Slipper: leather 40c-75c

Offal Wild

What was said about whole stock applies to offal. Every type in strong demand, limited supply, with prices climbing daily. Shoulders most wanted of all items. These prices below actually obtained up to Thursday. Higher quoted by most dealers.

Bellies: Steers: 63-65c; Cows 60-63c

Single shoulders, heads on:

Light, 78-85c; Heavy, 72-76c

Double rough shoulders: 93c-\$1.02

Heads: 39-42c

Fore Shanks: 46-50c

Hind Shanks: 47-51c

Calf Steady

Boston tanners find little new business but shipments good against old orders. In keeping with the rest of the market, calf pushed slightly upward. No actual sales reported at slightly high prices asked by one or two tanners. Most held to last week's levels. Men's weights, heretofore not too active, find new interest growing.

Price and Trends of Leather

KIND OF LEATHER	THIS WEEK	MONTGOMERY	YEAR AGO	1950 HIGH
CALF (Men's HM)	1.10-1.30	1.10-1.30	90-1.06	1.10-1.30
CALF (Women's)	1.00-1.25	1.00-1.25	85-1.06	1.00-1.25
CALF SUEDE	1.20-1.35	1.20-1.35	1.10-1.20	1.20-1.35
KID (Black Glazed)	80-1.17; 1.25	80-1.17; 1.25	70-1.00	80-1.25
KID SUEDE	80-95	80-95	70-88	80-95
PATENT (Extreme)	65-81	56-74	48-56	62-78
SHEEP (Russet Linings)	20-35	19-32	18-22	19-33
KIPS (Corrected Reg. Finish)	77-85	72-80	57-61	72-80
EXTREMES (Corrected Reg. Finish)	62-70	58-66	45-53	58-66
WORK ELK (Corrected)	63-69	59-65	44-50	59-65
SOLE (Light Bends)	1.01-1.06	87-90	64-66	87-95
BELLIES	60-65	51-54	44-48	53-57
SHOULDERS (Dble. Rgh.)	93-1.02	80-90	64-72	87-97
SPLITS (Lt. Suede)	39-44	36-41	38-43	36-41
SPLITS (Finished Linings)	22-28	20-26	20-23	20-26
SPLITS (Gussets)	19-24	17-22	17-20	17-22
WELTING (1/2 x 1/4)		13 1/2	11	9 1/2-10
LIGHT NATIVE COWS	41-42	37-38	23 1/2-24 1/2	37 1/2-38 1/2

All prices quoted are the range on best selection of standard tannages using quality rawstock.

SANFORD

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Tanners
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Tanning Corp.

SHEEPSKINS
SKIVERS
GOATS • SPLITS

also
CONTRACT
TANNING

Armour Leather Co.
CHICAGO • BOSTON • NEW YORK

LEATHER and SHOES

Military demand grows with a substantial Navy shoe order imminent.

Men's weights: B \$1.13-1.30; C \$1.07-1.25; D 97c-\$1.19; X 92c-\$1.09; XX 89c.

Women's weights: \$1.10 to 1.25; C \$1.00-1.10; D 95c-\$1.05; X 85c-\$1.00; XX 70c-83c

Suede: \$1.25-1.35; 1.20-1.25; 1.10-1.15

Sheep Much Stronger

Continued resistance to necessary price increases not so strong. Boston tanners report some sales at higher prices. Russets and colored vegetable linings get new business. Enough substantial sales made to establish new price level. Chrome linings busier. Garment sheep pricing itself out of the market. Hat sweat and novelty leather in fair demand.

Russet linings: 35, 34, 32, 30, 28, 26, 22, 20, 18, 17c

Colored vegetable linings: 32, 30, 28, 26, 23, 21, 19, 17c

Hat sweat: 32, 30, 28, 26c

Chrome linings: 37, 35, 33, 31, 29c

Garment grains: 30, 28, 26, 24, 22c

Garment suede: 29, 27, 25, 23, 31, 29, 27, 25, 23c

Sides

Boston tanners report demand for better tannages very good. New orders placed daily. Poorer tannages, so called volume leather, not quite so active but do fair business.

Heavy Aniline Extremes: B 73-78c; C 71-74; D 65-68c

Regular Finishes

Corrected Kips: B 77-85; C 74-81; D 70-77; X 65-74c

Corrected Extremes: 62-70; 59-68; 56-66; 52-62c

Corrected Large: B 59-67; C 57-65; D 55-63; X 52-59c

Work Elk: 63-69; 61-67; 59-65c

Work Shoe Retan: 63-67; 61-65c

Splits Up

A two cent advance was obtained by most split tanners. As you read this the price may be higher. Replacement decides the price of each sale made. Better demand for suedes noted. Finished linings and gussets very busy. Retan sole so-so. Better interest in work shoe.

Light suede: 40-44; 38-42; 34-40c

Heavy suede: 46-50; 44-47; 39-42c

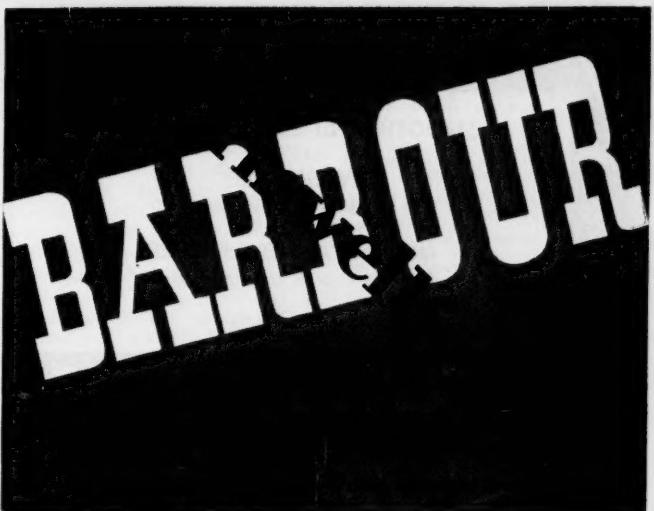
Retan sole: 42, 38, 36, 34, 32c

Finished linings: 21-23; 22-25; 24-28c

Gussets: 19-24c

Pickled Heavy, 14-15c lb.; Light, 12½-13½c lb.

Blue splits: Heavy, 15-17c lb.; Light, 13-14c lb.



genuine shell cordovan — "the platinum of leathers" — for shoes, men's belts, military belts and holsters, and shark print cordovan for tips on children's shoes.

The **Huch Leather Co.**
1525 W. HOMER STREET • CHICAGO 22, ILLINOIS

KAYE & BARNES, INC. • 93 South Street, Boston FRED SCHENKENBERG • Dallas, Texas
A. J. & J. R. COOK, INC. • Los Angeles and San Francisco HARRY BLOCH • Havana, Cuba



LYNN INNERSOLES PLATFORMS WEDGIES

LYNN INNERSOLE CO., ALLSTON, MASS.

Tanners of Quality

SMOOTH AND ELK SIDE LEATHER

VEGETABLE

For Linings, Bag, Case, and Strap

INDIAN TANNED LEATHER

For Fine Casuals and Sport Shoes

Contract Tanning

WISCONSIN Leather Company

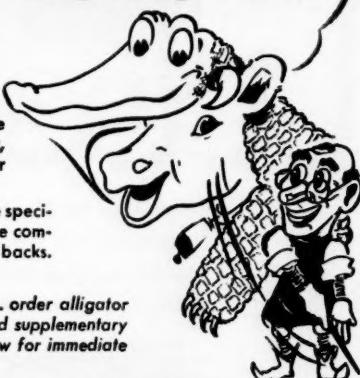
1830 S. THIRD ST., MILWAUKEE 4, WIS.

You never know what
MR. COBBLERIGHT is going to do
to my hide

PRESTO — and my genuine leather looks like real alligator, feels like it too — but sells for dollars less.

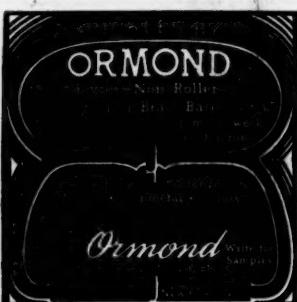
More and more smart designers are specifying alligator grain. Not only in the complete shoe but in vamps, trims and backs.

Don't risk losing out . . . order alligator grain for your regular and supplementary line today. Available Now for immediate delivery.



N. BREZNER & COMPANY, INC.

145 SOUTH STREET, BOSTON, MASS. TANNERY: BREZNER TANNING CORP., PENACOOK, N.H.



Paul Gallagher & Co., Inc.
DEALERS IN
DOMESTIC & FOREIGN
PICKLED SHEEP SKINS
PEABODY, MASS.

Bag, Case and Strap Leathers

It's one thing to be patriotic, and it's another thing to sell a product at some profit. That's how tanners comment about the situation regarding higher costs of raw materials and higher leather prices. In one week's time, raw stock has advanced 3½c per pound. Bag, case and strap leather tanners have not officially announced any price revisions upward since the Government's request to hold prices.

Leather is now being sold strictly on a replacement cost basis, which means that leather prices in the bag, case and strap market have shown advances. However, details still not being released as yet regarding official tanner's price lists. It is felt that to quotations quoted below, about 2 to 3c may be added, as a minimum, as to today's levels. Demand very good, sales taking place at good rate, along with production of leather.

2½ ounce case: 55, 52, 49c.

3 ounce case: 58, 55, 52c.

4 ounce strap: 69, 66, 63c.

5 ounce strap: 73, 70, 67c.

6 ounce strap: 77, 74, 71c.

Garment Leathers Inactive

This market one of very few markets comparatively inactive. In many other leather markets, Government orders more or less stimulated large amount of business, with repercussion of higher prices, higher raw stock prices, etc. But, with garment leathers, it is entirely different. To present knowledge, no Government demand for garment leather clothing. However, raw materials for the garment leather manufacturer in strong demand for other manufactured products, and are at exceedingly strong levels. This has led to strong garment leather prices, which garment manufacturers do not care to pay, leather sales continue very slow. This is true in both suede garment leather, grain, and horsehide leathers for garment manufacturers.

Suede garment leathers: 40-42c

Grain garment leather: 39-38c

Horsehide leather (avg.) 45cN

Better horsehide grades: 50cN

Work Glove Leathers Strong

Tanners report terrific demand for work glove split leather, as work glove manufacturers turn to making leather gloves for the military service on Government orders.

Glove splits, according to latest tanner reports, are up about 2c, with indications that prices may become even higher soon. Glove splits, L-M weights, for grades 1, 2 and 3, quoted at 23, 22 and 21c, respectively.

BELTING LEATHERS RUSHED

Philadelphia belting leather tanners say the rush of business is still on with no signs of easing. Anything available is selling. A quotation on shoulders gave an average ranging from 90c-96c. In the weights of butt bends available, extra lights went up 2c and extra heavies as much as 7c. Most people anticipate the prices will continue to go up and up.

Curriers also doing a considerable amount of business. Price lists show great increases over the last published lists, and curriers say that they are getting these prices easily. Talk of holding prices has stopped since tanners point out talk is absolutely pointless in view of the situation. The following prices were averages last quoted and indicate only more recent ranges.

One New York tanner announced its Dec. 26 prices have been advanced 8c per lb. on all curried leather, 4c on all footage leathers except hydraulic and packing leathers up 6c per sq. ft. Bellies are advanced 2c per sq. ft.

CURRENT AVERAGE BELTING PRICES

Rough:		Bend Butts:	
No. 2 ex. light	1.41	No. 3 ex. light	1.36
No. 2 ex. heavy	1.32	No. 3 ex. heavy	1.27
Cutter Belting Best Select	2nd	3rd	
Butt bending	1.70	1.64	1.54
Centers 12"	2.11	2.03	1.91
Centers 24"-28"	1.96	1.88	1.61
Centers 36"	2.01	1.94	1.56
Wide sides	1.61	1.54	1.43
Narrow sides	1.46	1.41	1.32
Additional premium: ex. heavy 10c; light 7c;			
ex. light 14c.			

GLOVE LEATHERS SLOW

Business in this market slow. Spring glove buying has not been startling and it is too early to start fall production except on a few items.

Leather prices continue to rise but raw skin prices are always one jump ahead. Last offerings of New Zealand pickle skins figure about \$16.50 landed here. Men's grey suedes must bring 40c to show a fair return. Last quoted prices were 36c to 38c. Clean domestic grains at 33c are underpriced.

Hair type leathers quiet but the raw stock is firm and high. Pigskins moving about as well as any of the leathers and fair prices realized. Deerskins and horsehides have been set aside for Government use but no attempt made to stabilize price. It is expected that Army and Navy orders plus normal glove business will keep manufacturers busy for the balance of the year.

TANNING MATERIALS STRONG

Tanning Materials market is strong with trading quite active on most products. Tanning Extracts unchanged.

Raw Tanning Materials

Divi	Divi, shipment, bags	
Wattle bark, ton	"Fair Average" \$73.25	"Merchandise" \$70.75
Sumac, 28% leaf	\$105.00-\$110.00	
Myrobalans, 1 lb.	\$45.00	
H. is	\$37.00	
Valonia Cups, 30-32% guaranteed	\$58.00-\$59.00	
Valonia Beards	\$85.00	
Mangrove Bark, 30% So. Am.	\$51.00-\$52.00	

TANNING EXTRACTS

Chestnut Extract, Liquid (basis 25% tannin), f.o.b. plant	
Tank cars	3.75-4.00
Barrels, c.l.	4.75
Barrels, l.c.l.	5.10
Chestnut Extract, Powdered (basis 60% tannin), f.o.b. plant	
Bags, c.l.	10.32
Bags, l.c.l.	11.02
Cutch, solid Borneo, 55% tannin, plus duty	.06%
Gambier Extract, 25% tannin, bbls.	.09 1/4 .12
Hemlock extract, 25% tannin, tk. care., f.o.b. wks.	.0325 .05%
Bals., c.l.	
Oak bark extract, 25% tannin, lb.	.06%
Quisbrache extract	
Solid, ord. basis 63% tannin, c.l. plus duty	.09
Solid, clar. basis 64% tannin, c.l.	.09%
Liquid, basis 35% tannin, bbls.	.08%
Ground extract	.17%
Wattle bark, extract, solid (plus duty)	.078
Powdered super spruce, bags, c.l.	.05%
Spruce extract, tks., f.o.b. wks.	.01%
Powdered valonia extract, 63% tannin	.09%

TANNERS' OILS

Castor oil No. 1 C.P. drs. l.c.l.	.33
Sulphonated castor oil, 75%	.28
Cod, sulfonated, 50% moisture	.10
Cod, sulfonated, 25% added mineral	.15
Cod, sulfonated, 50% added mineral	.14
Linseed oil tks., c.l. zone I.	.205
drums, l.c.l.	.219
Neatsfoot, 20° C.T.	.40
Neatsfoot, 30° C.T.	.35
Neatsfoot, 40° C.T.	.29
Neatsfoot, prime drums, C. L.	.24%
L.C.L.	.24%
Neatsfoot, sulfonated, 75%	.24
Olive, denatured, drs. gal.	.3230
Waterless, Molton	.19
Artificial Molton, 25% moisture	.15
Chamois Molton	.13%
Common degreas	.12
Neutral Degras	.33-.24
Sulphonated Tallow, 75%	.18
Sulphonated Tallow, 50%	.13
Sponsoring compound	.14
Split oil	.13-.15
Sulphonated sperm, 25% water	.19
Petroleum Oils, 200 seconds visc. tks., f.o.b.	.17
Petroleum Oils, 150 seconds visc. tks., f.o.b.	.16
Petroleum Oils, 100 seconds visc. tks., f.o.b.	.14
"Quotations withdrawn	

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DEMAND CONTINUES HEAVY ON BIG PACKER HIDE MARKET

**Sale of 11,500 Hides Made By Big Packer At 2c
Above Last Levels**

Calfskins remain slow for present. Small packer hides slow down, country hides off market. Horsehides very strong.

Packer Hides Up Again

One of the "Big Four" packers, under pressure of strong buying interest, took advantage of higher bids and sold 11,500 hides at prices figuring fully 2c over those last paid.

Sales involved butt branded steers and heavy Texas steers at 35½c, Colorado steers at 34½c, heavy native steers at 37½c, Northern branded cows 38c and Southwesterns at 38½c, and a car of Oklahoma City light native cows at 47½c, all Chicago basis.

First reports had speculators buying the hides, but later news revealed the fact that three brokerage firms were involved in the transactions, with ultimate delivery of the hides to tanner sources.

Other packers, while inactive, report strong demand at the newly established 2-cent advance, but are neither making offerings nor revealing their price policy. Since prices have now been established 2 cents higher and broad interest continues at these levels, it is assumed these packers will follow suit.

Meanwhile, tanners continue to press for additional supplies of hides in order to maintain their wetting position. Some sources claim that tanners, after seeing the "handwriting on the wall," (meaning controls), have increased their wetting considerably during recent months. In other words, some tanners have established a high wetting position which is out of line with demand for finished leathers. Consequently, demand for hides has been stepped up considerably and proportionately beyond that of actual demand for leather.

Calfskins Dormant

Calfskin tanners bidding last paid prices for big packer Northern and River production calfskins, but sales absent due to lack of offerings. Last sales of calfskins were noted during the week of Dec. 22, 1950, when one of the "Big Four" packers obtained undisclosed prices, thought to be "slightly higher." Some say advance 3c per pound.

Some packers claim if they knew what tanners willing to pay beyond steady level, they would come out with a definite offering, but as long as only steady money bids received, no offerings will be made.

QUOTATIONS

	Present	Week Ago	Month Ago	Year Ago
Native steers	37 1/2-41 1/2	35 -39 1/2	34 -38	21 -24
Ex. light native steers	44	42N	40 1/2B	28
Light native cows	41 -42	39 -40N	37 1/2-38 1/2	24 1/2-25 1/2
Heavy native cows	38 1/2-39	36 1/2-37N	35 -35 1/2	21 1/2-22
Native bulls	28 1/2-29	26 1/2-27N	25 -25 1/2	17 -17 1/2
Heavy Texas steers	35 1/2	33 1/2N	31 1/2	18 1/2
Light Texas steers	39 1/2	37 1/2N	36	22
Ex. light Texas steers	41 1/2	39 1/2N	38N	23
Butt branded steers	35 1/2	33 1/2N	31 1/2	18 1/2
Colorado steers	34 1/2	32 1/2	31	18
Branded cows	38 -38 1/2	36 -36 1/2	34 1/2-35	21 -21 1/2
Branded bulls	27 -27 1/2	25 1/2-26N	24 -24 1/2	16 -16 1/2
Packer calfskins	77 1/2-82 1/2	77 1/2-82 1/2	77 1/2-82 1/2	55 -70
Chicago city calfskins	61 -62	59 -61	59 -61	40
Packer kipskins	60	60	60	42 1/2

HIDE FUTURES

COMMODITY EXCHANGE, INC., FUTURES MARKET

	Close Jan. 11	Close Jan. 4	High For Week	Low For Week	Net Change
April	37.40B	36.55B	+ .85
July	37.00A	36.25B	37.50	33.90	+ .75
October	36.00B	35.25B	36.50	35.71	+ .75
March	38.50T	37.85T	38.65	35.51	+ .65
June	37.55T	36.80B	37.96	34.25	+ .75
January	36.00A	37.35B	-1.35
Total Sales: 350 lots					

Based on last confirmed prices, Northern heavy weight calfskins sold at 77½c, lights at 82½c, FOB basis. River heavies sold last at 75c, lights at 80c, Chicago basis. Big packer regular slunks are selling at \$3.75, and hairless at \$1.15.

Outside calfskin markets unchanged in price. Small packer untrimmed allweight calfskins quotable 68 to 70c, cities 61 to 62c and countries at 45 to 46c, FOB shipping points, basis carload lots.

Big packer calfskins in the East, on a New York trim basis, 3/4's quoted at \$4.90, 4/5's \$5.60, 5/7's \$6.60, 7/9's \$7.50 and 9/12's at \$9.60. Large collector 3/4's are quotable at \$4.15, 4/5's \$4.75, 5/7's \$5.75, 7/9's \$6.75 and 9/12's \$8.75.

Kipskins Dull

Another week gone by and no activity in the big packer kipskin market, due to lack of offerings by the "Big Four" packers. Last sales of Northern and River native kipskins were made some time ago at steady money at 60c, Chicago basis, with overweights bringing the usual discount of 5c, selling at 55c. Southerns likewise sold at that time, bringing 2½c under these prices, also steady.

In the East, big packer kipskins on a New York trimmed basis, 12/17's quoted at \$10.85 and 17's and up at \$13.00. Large collector 12/17's quoted at \$9.75 and 17's and up at \$10.50.

In the outside kipskin markets, small packer kipskins quoted at 50 to 52c, and countries 39 to 40c, Chicago basis.

Small Packer Hides Spotty

Following sales early in the week by one of the "Big Four" packers at a 2-cent advance, the small packer hide market literally went "beserk" with "crazy" and "wild" prices being asked and, in many instances, were even paid.

In the Midwestern section, 46-lb. average weight lots sold as high as 41c selected for allweight native steers, while those average 42 lbs. brought up to 42c flat, FOB shipping point. In the Southwestern area, even higher prices asked and paid for the lighter weight lots.

As the week progressed, however, trading came to an abrupt halt as most offerings had either been sold, or asking prices completely out of line, with the latter instance the primary factor for the lack of trading.

At press time, tanners indicating they were "fed up" with such terrific asking prices, inclined to sit back and reconsider trading values. In fact, now doubtful that last paid

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prices could be obtained during the short-lived period of "panic" buying earlier in the week. Right now, some bids ranging no higher than 37½ to 38c selected for 48/50 lb. average weight Midwestern small packer hides, these bids not obtaining hides.

No recent trading in small packer bulls, prices nominal at 24 to 24½c selected for weights around 85 lbs., basis carload lots, FOB shipping points.

Country Hides Short

An acute shortage of country hides, the basic reason for such little trading noted during past four weeks. Trade sources claim production of country hides has dropped very sharply due to decrease of slaughter at country points. This decline in slaughter at country points attributed to fact that farmers, attracted by current high livestock markets at market centers throughout nation, are, and have been for some time, shipping their cattle to market rather than home slaughter, or butcher and locker plants.

The market quoted strictly nominal around 34c flat trimmed for 1's and 2's, on weights averaging around 48/50 lbs., basis carload lots, FOB shipping points.

Sheep Pelts Advance

All grades of pelts and shearlings have advanced. Latest trading in big packer Fall clips brought \$7.25, and No. 1 shearlings at \$5.25. No sales recently noted in big packer 2 and 3 shearlings, with prices asked at \$3.00 for the 2's and \$2.00 for the 3's. Big packer pickled skins quot-

able at \$17 to \$18 per dozen, last sales reported at \$17.50.

The "Big 3" Interior packers sold January lamb pelts at prices sharply higher than last month. While prices still in need of confirmation, trade reporting prices ranging from \$10.00 to \$10.50, and possibly slightly higher. Other outside packer trading is noted in Fall clips of good quality at \$7.00 and No. 1 Shearlings at \$6.00.

Horsehides Higher

Market showed additional advances with prices sharply higher. Good quality Northern horsehides, trimmed basis, averaging about 65/70 lbs., selling anywhere from \$14 to \$15, and even higher, depending entirely upon quality. On an untrimmed basis, about \$1.50 may be added to the trimmed price, considering the strong market for tails.

Fronts very strong, with sales taking place at prices anywhere from \$9.50 and up. Butts strong, quoted at \$4.75 to \$5.00, basis 22 inches and up, and perhaps more depending upon quality.

Reptiles Firm

Although most buyers still out of market, some business has been indicated and primary markets continue firm with advances asked on some lines. It is understood that Madras bark tanned whips, 4 inches up, averaging 4½ inches, 70/30 selection, sold at 85c and while up to 90c now asked, believe further business would be taken at the 85c level though not many offers being made. About 5,000 averaging 4¾ inches sold at 88c.

Cobras are nominally quoted at 55c for skins averaging 4½ inches and 60c for skins averaging 4¾ inches. Lizards are slow as buyers have covered with Brazil back cut tejas and have been neglecting the India descriptions. Shippers have ready outlets in Europe, not showing any inclination to reduce ideas.

Agras, 8 inches up, averaging 9¼ inches, held at 26c ex-dock while skins running 40/40/20, all primes, held at 30c for shipment. Calcutta oval grains, 40/40/20, 90/10 assortment, sold at 27-28c with more offered but buyers now talking 1c to 2c less and not too much interest evident. More offers for shipment noted of Siam aers, 8 inches up, averaging 5-lbs. at 17-18c and chouyres at 30-35c, but no interest though some buyers might be willing to speculate at lower levels. Some spot lots of chouyres, 20 centimeters, available at 30c and no takers. The Brazil market has quieted down following late sales. Still interest in alligators, crocodiles, pythons and ring lizards but as long as Europe will pay the prices it is, no chance for business here.

Deerskins Stronger

With the NPA announcing that all suitable deerskins must be processed and used for military purposes, more interest has developed and understand that domestics have been selling at \$3.75-4.50, depending upon sections, lots and quantities involved. General run said to be moving at \$3.75-4.00. Foreign skins are also wanted, especially New Zealands, and it is understood that up to \$1.50 per lb. now being asked as against last confirmed sales at \$1.45. Brazil 'jacks' are higher but due to lack of offerings trading has been negligible. Some operators are of the opinion that buyers would pay 90c delivered or basis manufacturers for desirable skins.

Pigskins Slow

Trading slowed up materially due to lack of offerings. Europe has been operating and said to have paid advances. Wet salted capivaras being bought by England at equivalent to \$3.90 delivered, being much too high for this market. Some Chaco carpinchos said to have sold here at \$3.45, basis manufacturers. No offers from Brazil, difficult to quote the market. Some business passing in Peruvians with grey peccaries going at \$3.10 and blacks at 10c less, basis manufacturers.

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NEWS QUICKS

About people and happenings coast to coast

Pennsylvania

• Emmanuel J. Wachstein has been elected vice president and general manager of A. H. Geuting Co., Philadelphia. He will also continue as general merchandise manager.

• A. H. Bailey Footwear, Inc., manufacturer of bedroom slippers and other footwear, was recently incorporated in Philadelphia by F. Stanley Saurman, James I. Hoffman and J. L. Wilsterman.

• H. Childs & Co., Inc., safety shoe distributors of Pittsburgh, is constructing a new \$250,000 warehouse and office building. The new building is expected to be completed by Sept. 15.

• E. S. Gerberich, 80-year-old president of Gerberich-Payne Shoe Co., Mt. Joy, was recently honored by the National Shoe Manufacturers Association in recognition of many years of service within the industry. Weir Stewart, Association president, presented Gerberich with a plaque citing his four decades as a shoe manufacturer along with his 21 years of service as Association secretary. Gerberich opened the Mt. Joy plant in 1920.

Illinois

• Herb Vehon of College Supply Co. has been named president of the Chicago Shoe Club. Other officers are Sam Appel, vice president; Bill Drummond, secretary; and Ralph Wolpe, treasurer.

• Bob Newell of Nunn-Bush Shoe Co. has been elected president of the Shoe Travelers' Association of Chicago. Arthur A. Brown of Accent Shoe Co., is vice president, and William Hubbard of Knipe Bros., Inc., is secretary-treasurer.

• J. B. Scott, vice president in charge of transportation at Armour & Co., Chicago packer and tanner, is reported to have retired.

Texas

• B. G. Riske is now sole owner of A. W. Brill Co., Austin shoe findings wholesaler. He was formerly an associate of the late L. K. Brill, who died last Sept.

Ohio

• Walker T. Dickerson has been re-elected president of the Walker T. Dickerson Shoe Co., Columbus. All other officers and directors were also re-elected at the firm's annual meeting. Lt. Owen H. Dickerson, vice president in charge of sales, has been called back into service by the Marine Corps.

• United States Shoe Corp., Cincinnati, produced a new high of 4,170,000 pairs of Red Cross shoes during the fiscal year ended Nov. 30. Company officials report a new addition to the Crothersville plant is under way to provide an additional daily capacity of 700 pairs.

Wisconsin

• Fred M. Farwell has been named executive vice president of S. C. Johnson & Son, Inc., Racine maker of wax and allied products. He is resigning as vice president of International Business Machines World Trade Corp., with which he has been associated in Rio de Janeiro, Brazil.

• Ansul Chemical Co., Marinette, has developed a dry chemical piped system designed for automatic protection of industrial fire hazards. The system is recommended for ovens, driers and similar locations.

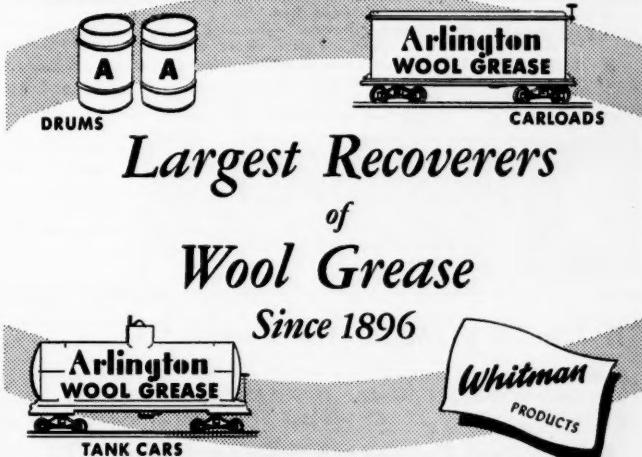
Massachusetts

• Winslow Brothers and Smith Co., Norwood, has purchased the idle Pittsfield Mills textile plant at Pittsfield, N. H., which it will convert into a tannery, according to trade reports. The town received a severe blow when textile operations at the plant were halted in 1948, throwing many men and women out of work.

• In the 20 weeks beginning with the outbreak of war in Korea and ending Nov. 29, New England leather and leather products manufacturing firms received a total of \$6,185,000 in defense contracts. Massachusetts was by far biggest contractor with \$3,316,000 in awards while New Hampshire had \$2,836,000 in awards.

• President A. William LaTorre of the New England Shoe Foremen & Superintendents Association reports the 1951 Yearbook campaign has been a success. The Association, which operates strictly as a charitable organization for New England shoe factory executives, exceeded last year's figures by some \$2500.

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● **J. W. Pokorski** has been appointed manager of the Boston office of the Cutting Die Department of United Shoe Machinery Corp. He succeeds L. B. Hooper, who has retired at the age of 67 after more than 33 years with the firm. Hooper joined USMC's Cincinnati office in 1917 and headed the Clicking Die Section of the Boston office from 1929 to 1936 when he was named manager of the newly-formed Cutting Die Department. Pokorski joined United's Lynn office in 1946.

● **Mrs. Alec E. Wagman** of Boston has organized and will head the Wagman-Israeli Service Plan to provide Israel with gifts of shoes from Americans. The project has offices at 80 Boylston St., Boston, and will make gift certificates available at from \$8-\$12 which can be used in various Israel shoe stores.

● **Lawrence Maid Footwear, Inc.**, of New York, has received approval to do business in Massachusetts. James Forma is president. The firm was organized in New York on Sept. 28, 1949.

● **John J. Domiano**, foreman of the apron department at Graton & Knight Co., Worcester, was recently honored by the company on his 50th year of service. A pioneer in the field of leather aprons, he has been foreman of the company's apron shop since 1915.

● Following the lead of other company workers in Nashua, employees of **J. F. McElwain Co.** shoe factories in Manchester have voted overwhelmingly in favor of accepting the firm's offer of a seven and one-half percent wage increase retroactive to Sept. 4.

● **Leather Products, Inc.**, at 610 Atlantic Ave., Boston, will make footwear, handbags and other leather products. C. R. Sunstein is president and Elliott J. Friedman is treasurer.

● **Keith, Keith and McCain Shoe Co.** in Rockland will convert its Grove St. plant for the manufacture of war materials after it has processed its first run of spring shoes. During the last war, the company made gas mask carriers and strapping for carriers.

● A short walkout of 350 employees of **Martin Tickelis Shoe Co.** in Newburyport was ended late last week when employees accepted a 10 cents hourly wage increase. Workers also voted to form an independent association.

Florida

• Jack Mendelsohn of Miami has been appointed Florida sales representative for Colonial Tanning Co., Inc., of Boston. He will handle all the firm's various leather lines in the territory.

• Herben Shoes, Inc., has filed articles of incorporation to manufacture shoes in New York City.

Israel

• American shoe manufacturers are reported to have ordered some 4000 pairs of men's hand made shoes from Israel, according to Shlomo Mikulin-sky, a Tel Aviv shoe manufacturer. Shoes shipped to America will be labelled "Hand Made in Israel."

New York

• New York shoe designer Edward Rosen has joined Parkhill Shoe Co. of Fitchburg, Mass., manufacturer of women's high-style California shoes.

• Raymond C. Gaugler has been elected president of American Cyanamid Co., to succeed the late William B. Bell. Gaugler is 58 and has been executive vice president of the firm since 1947.

• Joseph Beutel, pattern executive of Leisure Footwear, South River, N. J., has been inducted as a member of the New York Superintendents' and Foremen's Association.

• "New Products and Services," a compilation of more than 1000 innovations just marketed by over 750 manufacturers, has just been published by the New York *Journal of Commerce*. The 80-page compilation, covering all types of new products, may be had for 50 cents from the newspaper, located at 63 Park Row, New York 15.

• William Mortimer, formerly a shoe superintendent with I. Miller and Sons, Inc., and Palizzio, has joined the staff of Helene Shoes, Inc., in Brooklyn.

• Fitting room foreman Bill Levine has joined Puttermann Footwear of Brooklyn. He was formerly associated with Desco Shoe Corp.

• Julius Goldenberg has become associated as partner with Barbara Joy Footwear, New York manufacturer of women's shoes.

• Martin Steinberg and Murray Kaplan head the newly-established Mart Ray Slipper Co., 1900 Sterling Place, Brooklyn. The firm makes a low-priced line of slippers.

JUST TURN IT

AND GET

BRINE

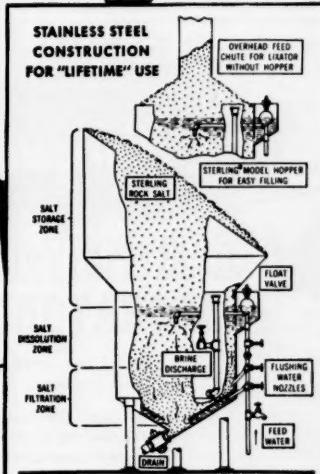
That's Just Right
Without Measuring
Or Stirring!

STERLING ROCK SALT
BRINE DELIVERED BY PIPE
TO EVERY POINT IN YOUR PLANT
• DRUMS • VATS • PADDLES
• ZEOLITE WATER SOFTENERS

• Why trust to "rule-of-thumb" measuring? Why go through the laborious shoveling, hauling, and hand stirring of salt and water? With International's Lixate Process for Making Brine you are assured accurate salt measurement every time. Stops waste through spilling. Saves time and labor.

• The Lixator automatically produces 100% saturated, free-flowing, crystal-clear brine which may be piped to as many points in your plant as you wish — any distance away — by gravity or pump. YOU SIMPLY TURN A VALVE to get self-filtered LIXATE Brine that meets the most exacting chemical and bacterial standards.

Savings up to 20% and often more in the cost and handling of salt have been reported by many Lixate users. Why not investigate?



HOW LIXATOR WORKS

In the dissolution zone — flowing through a bed of Sterling Rock Salt which is continuously replenished by gravity feed, water dissolves salt to form 100% saturated brine. In the filtration zone — through use of the self-filtration principle originated by International, the saturated brine is thoroughly filtered through a bed of undissolved rock salt. The rock salt itself filters the brine. Nothing else is needed.

WHAT THE LIXATOR PROVIDES

- ✓ Chemical and bacterial purity to meet the most exacting standards for brine.
- ✓ Unvarying salt content of 2.65 pounds per gallon of brine.
- ✓ Crystal-clear brine.
- ✓ Continuous supply of brine.
- ✓ Automatic salt and water feed to Lixator.
- ✓ Inexpensive, rapid distribution of brine to points of use by pump and piping.

An INTERNATIONAL Exclusive

The **LIXATE*** Process
FOR MAKING BRINE

*REG. U. S. PAT. OFF.

INTERNATIONAL SALT COMPANY, INC., Scranton, Pa.



Manufacturing Specialists—Fatliquors, Sulphonated Oils, Hard Greases and Soaps for Tanners

The Services of our Research Laboratory
are at your Disposal.

Not merely a name, but
a brand of Distinctive Ex-
cellence.

WHITE & HODGES, INC.
Everett, Massachusetts (Boston Postal District)

Orthmann Laboratories Inc.

about any—and all—of your tan-
ning problems.

- Get our advice—our help—
relative to those perplexing diffi-
culties regarding Finish—and Re-
pair—in shoe factories.
- Fellowships in problems of re-
search—for various industries allied
with tanning.
- Have us develop any new
processes you have under contem-
plation.

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Director & President
Milwaukee, Wis.

922 NORTH 4th STREET
Telephone: DAily 8-6426—8-6247

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EXPORTERS of
MACHINERY or
SUPPLIES for the
LEATHER or SHOE
INDUSTRIES
WILLING to go into the



N. Y. Office: OVERSEAS PUBLISHERS REPRESENTATIVES
66 Beaver St., New York, N. Y.

LEATHER
YESTERDAY—TODAY—
ALWAYS!

DEGRAMABATE

COMPOUNDS AND LIQUID EXTRACTS
AMERICAN EXTRACT CO.

PORT
ALLEGANY, PA.

• John Maina has been promoted to packing room foreman at I. Miller & Sons, Inc. Maina has been with the firm for more than 20 years.

• Robert Weiss has been named manager of the New York office of Bacmo Postman Corp., Gloversville manufacturer of leather and other gloves.

• Anglo-American Agencies Corp., 350 Fifth Ave., New York City, has been named sole agent in the U.S. for the Lotus line of men's shoes by Lotus, Ltd., of England.

• Daniel R. Branen has resigned as president of Greatrex, Ltd., New York distributor for Allied Leather Industries of England.

• Herbert Salzer is principal of the newly-formed S-R Leather Co., at 23 Frankfort St., New York.

• Oscar Moruv has formed Marion Shoes, Inc., which will manufacture footwear in Massapequa.

• Assets of Wear Best Footwear, Inc., makers of women's and children's slippers and playshoes in Brooklyn, brought about \$64,000 at auction.

• Fred A. Rulison, president of the Fulton County Tanners' Association, reports that the Army faces a shortage of 1,500,000 ft. of horsehide and 2,000,000 ft. of deerskin by July 1. Total needs are estimated at 6,000,000 ft. of horsehide and 3,000,000 ft. of deerskin.

• George C. Johnson has been appointed promotion manager for the Hamilton Rubber Mfg. Co., New York City.

• Morris Bushwick has set up his own business at 30 Montrose Ave., Brooklyn. Bushwick will deal in shoe findings—heel pads, fillers, tacks and cut linings.

• Real estate of Phelps Wholesale, Inc., bankrupt Birdsboro belt manufacturer, was sold at public auction on the premises Dec. 15.

• James C. Penney, founder of the J. C. Penney Co. stores, one of the nation's largest chain of outlets for retail footwear, has written his autobiography, named "Fifty Years with the Golden Rule," which he subtitled "a spiritual autobiography." The book contains a case history of how the Penney chain was built.

• Lyons & Co., New York shoe supplies firm, is introducing a novelty sports shoe lace for boys' and girls' footwear. Laces are made of rayon chemically treated to shine in the dark, come in several colors.

Right . . . at Your Fingertips

HERE ★ IN THE BLUE BOOK . . .

is the information you need every day for quick reference . . . names, locations, of suppliers, competitors, sellers, buyers, conveniently indexed . . . complete, accurate data on this great industry . . .

ALL in ONE volume:

MANUFACTURERS of Shoes listed alphabetically and geographically, by the KINDS of shoes made and the methods of manufacture; SHOE DISTRIBUTORS, lists of BUYING headquarters, for Chain Stores, and Chain Department Stores; MATERIALS for shoe manufacturers, as well as SUPPLIES, MACHINERY, EQUIPMENT; lists of TANNERS alphabetically, geographically, and by KINDS of leathers made, lists of Tanners MATERIALS, SUPPLIES, MACHINERY, EQUIPMENT, Leather DISTRIBUTORS and every type of LEATHER GOODS manufacturer; plus HIDES and SKINS Brokers, Dealers, Importers, Exporters; PACKERS and ABATTOIRS; and Forty Seven pages of IMPORTANT STATISTICS on production, prices, etc.



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Company, 300 W. Adams St., Chicago 6, Illinois.

TANNERY
ESTABLISHED 1908

Compounders and
Sulphonators of Oil for Tanners
and Leather Finish Manufacturers

WHITTEMORE - WRIGHT CO., INC.
BOSTON, MASS.

APPLIED SHOE ENGINEERING

(Concluded from Page 9)

treadles were used for the foot control.

The operator now simply keeps both feet on the treadle and actuates the clamp and the jack when necessary without interrupting the rhythm she has established in covering the heels. This is an old, old application, but one we should ever keep in front of us—the elimination of work with the hands by using the feet when possible.

Scientific Wage Rating

I hope the problem involved in setting standards as contrasted with the problem of merely taking time studies to get a specific time on a job is clearly understood by everyone. A time study taken to time a certain job for the purpose of setting a specific rate is obviously a quick glimpse at a continuing parade of operations. Contrariwise, the setting of sound standards implies a microscopic look at elements of each job so that the rate builder in setting his piece prices can go back and reconstruct the job carefully, element by element, and therefore establish adequate and sound incentives for wage rates, regardless of the type of shoe being made, and the material from which it is constructed.

Used Camera

We tackled this job in our cutting room and found that in such instances the use of a motion picture camera was almost indispensable.

We found it necessary to obtain the time required to go around corners of various radii, or to make a 90° turn or to enter a notch or a nick in the pattern or to enter a slot in the pattern. We also found it necessary to obtain times required for inspecting the leather, placing the pattern on the leather prior to making the cut, and doing such rapid jobs as counting the pieces after cutting had been completed.

To pin down these and other very rapid elements accurately requires the motion picture camera. More than 12,000 frames of motion pictures were analyzed to obtain the data which was used.

Time studies are valuable too. Motion pictures in no way take the place of time study work in standard setting. Hundreds of time studies were taken on many different operators and many different models of work, the result being that differences in type of leather, color, and weight of skins were carefully pinned down and established. The studies clearly established the parameters which

controlled the time variation in cutting. For example, we learned that the time required to place a pattern on a skin varied directly as the area of the pattern. Several companies have had methods of surveying the pattern or squaring it, as some call it, but we found it very advantageous to have a more accurate method of establishing this value.

Accordingly, we developed and patented an electronic measuring machine. This machine is fast—simply requires the pattern to be placed on a slide and the slide pushed in and a reading taken on the dial which tells the area of the pattern in square inches. In the design of the machine we compensated for narrow inside cuts or slots, which would not permit the nesting of another pattern, so that these were cancelled out when the area was measured.

Another well-known instrument which is helpful in setting both cutting and fitting standards is the map measure used for years by cartographers and others engaged in work on maps and charts. It also has been used for many years by certain shoe manufacturing firms in surveying their patterns for either cutting or fitting wage standards. The device consists simply of a wheel which is caused to travel along a given path along a sheet of paper and on the dial the distance traveled is read in

inches. We use it to determine the distance which the cutter's knife must travel in order to cut each pattern.

Wage System Results

The results of approximately a year and a half experience with this wage system proved that it does the following things:

1. Establishes a fair time value for cutting various kinds of highly diversified patterns.
2. Stabilizes earning power between models or styles.
3. Stabilizes earnings of individual workers so there are no wide fluctuations in pay checks provided they work at the same pace and with the same effort each week.

(Note: Figure 11 shows the results of this system.)

We should, as an industry, start looking ahead. We should have a great urge to be masters of our own industry and not corks on the water to be blown hither and yon by every breeze. A proper, practical, and sane research program as an industry sponsored through our National Shoe Manufacturers Association will help achieve this end. Through research we can insure the future of our industry and look forward to better, more stable working conditions and a more adequate profit picture.

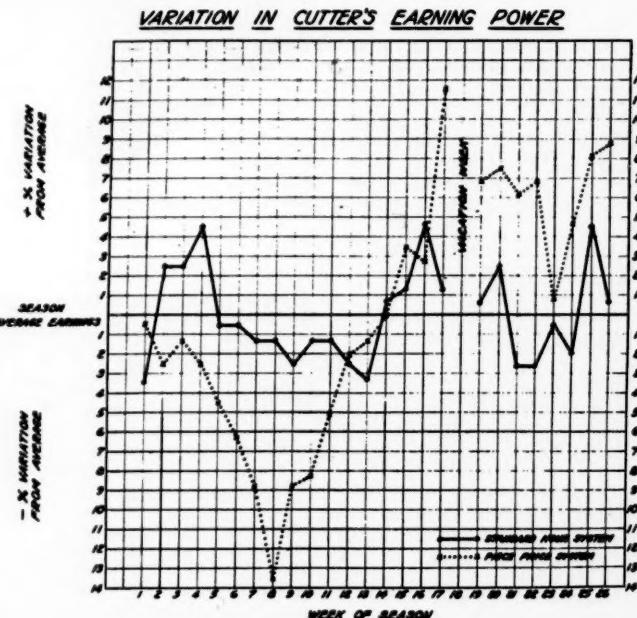


Fig. 11: Results of Scientific Wage System.

CLASSIFIED ADVERTISING

Wanted and For Sale

Lines Wanted

LARGE NEW YORK JOBBERS, rated over \$100,000 in first column, are now seeking to take on regular commission lines of leather and sundry goods.

We have a staff of five salesmen calling on N. Y., N. J., Conn. and Penn. Territory.

We occupy entire 6 floor building in the Heart of the N. Y. leather Swamp and in this business for over 25 years. Can arrange to carry samples, inventory, etc. Would like to hear from interested parties. Address M-10, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Tannery for Sale

MOUTON TANNERY and dyeing plant. Immediate possession. Newark, N. J.

Address A-4,
c/o Leather and Shoes,
20 Vesey St.,
New York 7, N. Y.

Shanks and Bellies

WANTED: Horse shanks and steer bellies in the salted or pickled state. Submit offerings to:

Address A-5,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Wanted Contract Tanning

WE HAVE excess Tanning Capacity and Technical knowledge for the Tanning of Vegetable, mineral leathers or combination of both.

Write Chas. A. Schieren Company,
Bristol, Va.

Sales Organization Wanted

SOUTH AMERICAN TANNERY making industrial and high-grade finished leather for shoe and fancy manufacturing is looking for a well organized sales agency in U. S. A.

Address A-3,
c/o Leather and Shoes,
300 W. Adams St., Chicago 6, Ill.

For Sale at Low And Attractive Prices

Wool Blanket Ends
Wool & Cotton Blanket Ends
Cotton Blanket Ends

Canton Flannel Full Stock, also
Various Lengths, Jobs, Shorts

Imitation Leather Full Stock and Remnants
All Kinds & Colors & Weights
Also, Block Cuts

Book Binding Cloth Full Widths — In Rolls —
Various Colors

Felt — Rolls — Shorts — Remnants

Knitted Fabrics

Raw Materials—in Carloads or Small Lots.

A Building Full of Bargains.

We Just Keep Moving Our Stock.

Take Advantage of Our Low Prices.

Be One of Our Satisfied Customers.

We Guarantee Satisfaction.

Write for Your Needs — We Will Reply
Promptly and in Detail with Samples,
if necessary.

CENTRAL MERCANTILE CO.
217 Milwaukee Ave., Chicago 6, Ill.

Rates

Space in this department for display advertisements is \$5.00 per inch for each insertion except in the "Situations Wanted" column, where space costs \$2.00 per inch for each insertion.

Undisplayed advertisements cost \$2.50 per inch for each insertion under "Help Wanted" and "Special Notices" and \$1.00 per inch for each insertion under "Situations Wanted."

Minimum space accepted: 1 inch. Copy must be in our hands not later than Tuesday morning for publication in the issue of the following Saturday.

Advertisements with box numbers are strictly confidential and no information concerning them will be disclosed by the publisher.

THE RUMPF PUBLISHING CO.
300 W. Adams St. Chicago 6

Barrels and Drums Wanted

WE BUY emptied wooden barrels and steel drums at any point. Please write for quotations.

MASLOW COOPERAGE CORP.,

16 Court St.,
Brooklyn 2, N. Y.

SEDGWICK K. JOHNSON

Leather Chemist and Tanner

Research and Government Work a Specialty

E-4 19 Pingry Place, Elizabeth 3, N. J.
Elizabeth 3-7336

Help Wanted

Rapid-Tannage

EXPERIENCED tanner-chemist, specialist of the ultra-rapid vegetable tannage—heavy and light sole, bag, case, furnishing, automobile, strap, belting leathers a.o. Manager of big factories abroad where introduced own rapid tanning method. High quality leathers at lowest production costs. Desires suitable position. Address A-2, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Work Glove Foreman

WANTED: Experienced work glove foreman who can help to install a work glove shop, to break in the stitching help, and to take full charge of production. Must be fully experienced on various styles of split and horsehide gloves. Send full details regarding past experience and if free to locate in any part of the country. Address A-6, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

- |||||
- **SPRUCE EXTRACT**
- |||||
- **POWDERED SUPER SPRUCE**
- |||||
- **LACTANY**
- |||||

ROBESON PROCESS COMPANY

GENERAL OFFICES
500 Fifth Avenue
New York 16, N. Y.

OPERATING PLANT AT Erie, Pa.



THE only successful press that prepares Sole Leather for drum tanning, extracting and oiling.

WRINGER
Also prepares both bark and chrome tanned sides and whole hides for the skiving and splitting machine.

Quirin Leather Press Co.
Olean, New York

BEWARE OF SUBSTITUTES FOR **TACCO** **SOLUBLE CLAY** THERE IS ONLY ONE "TACCO"

◆
THE AMERICAN COLOR & CHEMICAL CO.
Sole Distributors to the Leather Industry
173-178 Purchase Street
Tel. Liberty 6517 Boston, Mass.

TABER PUMPS

• Have been meeting the special requirements of the Tannery since 1859. Write for Bulletin TP-629.

TABER PUMP CO. (Est. 1859)

300 Elm Street Buffalo, N. Y.

LEATHER SPECIALTIES PROCESS DEVELOPMENT

PURE-TAN (QUEBRACHO CRYSTALS)

GEORGE H.
GRISWOLD
14 Franklin St. Salem, Mass.

Coming Events

Jan. 13-17, 1951—37th annual MASRA Convention and Mid-Atlantic Shoe Show. Sponsored jointly by Middle Atlantic Shoe Travelers Assn. and Middle Atlantic Retailers Assn. The Benjamin Franklin, Philadelphia.

Jan. 17, 1951—Spring Shoe Show, West Coast Travelers' Associates, Alexandria Hotel and Haas Building, Los Angeles.

Jan. 20, 1951—Annual Banquet of New York Shoe Superintendents' and Foremen's Association, Hotel Granada.

Feb. 4-6, 1951—First 1951 Shoe Showing sponsored by Shoe Travelers Association of Chicago. Morrison Hotel, Chicago.

March 4-7, 1951—Semi-Annual Allied Shoe Products and Style Exhibit for Fall. Hotel Belmont-Palace, New York.

March 6-7, 1951—Fall Leather Show. Sponsored by Tanners' Council of America, Inc. The Waldorf-Astoria, New York City.

April 15-18, 1951—Fifth Annual Fall Shoe Show, sponsored by St. Louis Shoe Manufacturers Association. Hotel Statler and other leading St. Louis hotels.

April 21-25, 1951—Southeastern Shoe Travelers' Show, Biltmore, Hotel, Atlanta.

April 30-May 2, 1951—Spring Meeting, Tanners' Council of America, Inc. Castle Harbour Hotel, Bermuda.

May 6-9, 1951—Fall Shoe Show, sponsored by Southwestern Shoe Travelers Association. Adolphus, Baker and Southland Hotels, Dallas, Texas.

May 6-10, 1951—Popular Price Shoe Show of America showing for Fall 1951. Sponsored by New England Shoe and Leather Association and National Association of Shoe Chain Stores. Hotels New Yorker and McAlpin, New York City.

May 22-24, 1951—Third Factory Management Conference, sponsored by National Shoe Manufacturers Association. Netherlands Plaza Hotel, Cincinnati, O.

May 27-29, 1951—Mountain States Fall Showing, sponsored by Mountain States Shoe Travelers Association. Albany Hotel, Denver, Col.

June 11-12, 1951—Seventh Annual Meeting of National Hide Association. Kansas City, Mo.

June 11-14, 1951—1951 annual meeting of American Leather Chemists Association. Hotel Griswold, Groton, Conn.

Deaths

Louis M. Newhall

... 76, retired leather dealer, died recently of a heart attack at his home in Lynn, Mass. He had lived in Lynn for more than 50 years, during which time he was active in the leather trade. A native of Saugus, he had been a Mason for many years. He leaves his sister, Mrs. Mabel Gould, and several nieces and nephews.

Walter H. Dates

... 94, retired shoe designer, died Jan. 3 at his home in Poughkeepsie, N. Y., after a long illness. Active in the shoe trade as a designer for many years, he had last been associated with Hines & Lynch Shoe Co. at its Poughkeepsie plant. He leaves four sons, three daughters, a brother and a sister.

Bagsar M. Pashigian

... 61, shoe manufacturer, died recently in Haverhill, Mass., of a heart ailment. A veteran shoe manufacturer, he was owner of the P. and G. Shoe Co. in Haverhill. Born in Asia, he came to the U.S. 35 years ago and entered the shoe business with Minas Gostonian. He became sole owner of the firm in 1935. Survivors include his wife, Agnes G.; two sons, Sark and Walter; two sisters, Mrs. Ahkaby Krikorian and Mrs. Anna Keljikian; three nephews, a niece and a grandson.

H. Daniel McGarvey

... 72, retired tanner, died Jan. 5 at his home in Lynn, Mass. Well known in the New England leather trade, he founded the McGarvey Leather Co. in Lynn and Peabody and remained active in the business until five years ago. Previously, he was a member of McDermott & McGarvey, West Lynn tannery, until its liquidation 35 years ago. He lived in Lynn for more than 70 years. Survivors are his wife, Rose; a brother, Henry, and six nephews and a niece.

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MARDOL
SULPHONATED OILS
and
FAT LIQUORS
QUALITY AND UNIFORMITY~
MARDEN-WILD CORP.

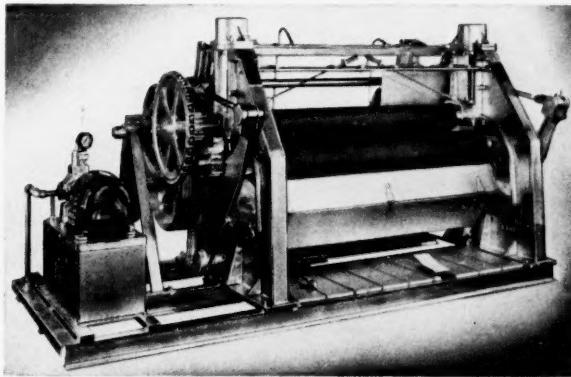
500 Columbia St., Somerville, Mass.
MARDEN-WILD of CANADA, LTD.
HALIFAX, N. S.

but—what YOU want—
is Experienced Help!

Get it—then—where you have the best chance to get it — through a classified ad addressed to the entire industry in LEATHER AND SHOES! Your "keyed" and confidential message will reach thousands of executives. L&S Want Ads have placed many top men in suitable positions.

LEATHER and SHOES

300 WEST ADAMS ST., CHICAGO 6, ILL.



These STEHLING "Little Things" add up to BIG results for you...

In **wringing**, for example, the Stehling All-Hydraulic Wringer combines the features you want and need. Based upon careful study of your problems, it has been engineered to eliminate mechanical clutch and brake to insure better performance. The double acting pistons elim-

inate scuffing action when closing the machine. No pressure is applied on the pistons during the closing operation, therefore, the lower roll as it comes into position with the upper roll does not have to overcome pressure. This means savings on felt sleeves.

In every fine particular—knowledge of your problems, care in engineering and assembly, better service on delivery—Stehling's Tanning Machinery is better. Get the facts today.



CHAS.H. STEHLING CO.
1303 NORTH FOURTH ST., MILWAUKEE 12, WIS.

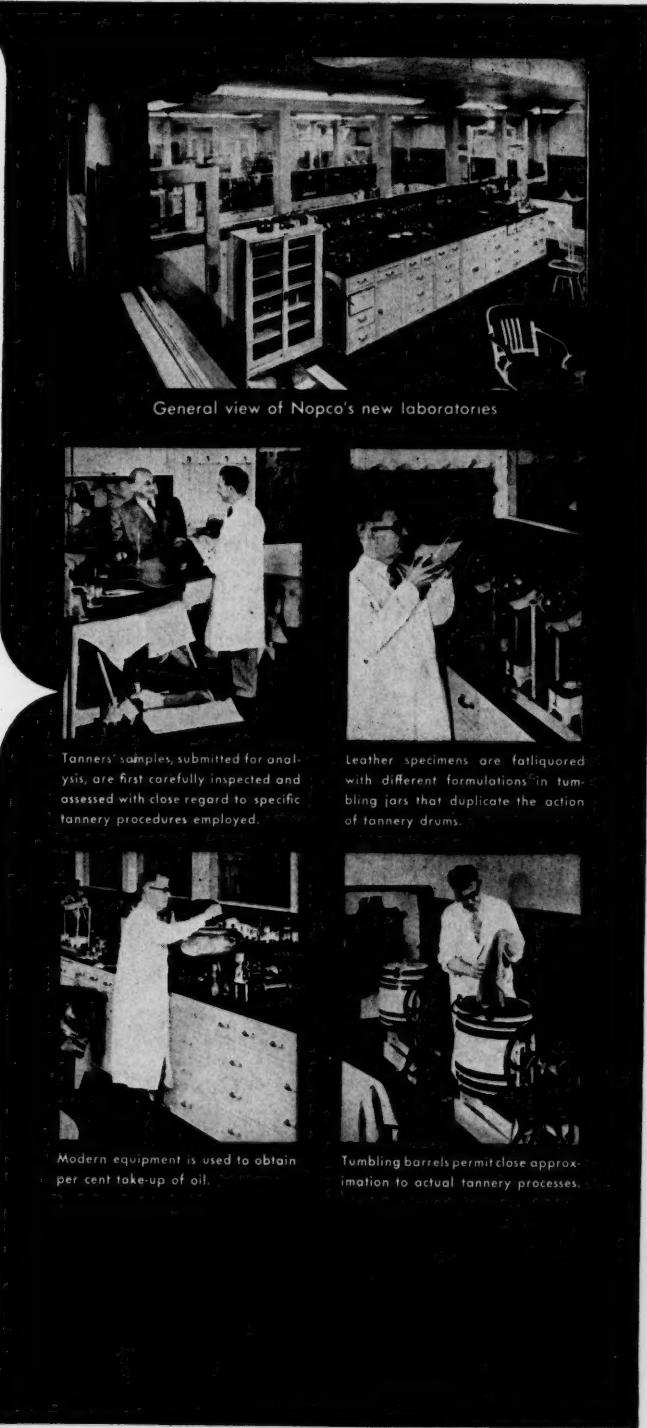
NOPCO'S NEW Testing and Research LABORATORIES

*...to help you achieve
just the
leathers you want!*

Nopco has devoted years to developing high quality tanning specialties that result in superior leathers, and has specialized in solving fatliquoring problems.

Today, Nopco fatliquors—for every type of leather—are setting new high standards in efficiency . . . enabling tanners throughout the country to obtain "just what they are looking for."

If you have a fatliquoring problem, we invite you to consult with us. Our long experience, plus our modern facilities—which permit leather to be tested under conditions approximating those in the tannery—are at your service. Moreover, we stand ready at all times to supplement our laboratory data with technical assistance rendered in your own plant—to make certain the leathers you produce have *precisely* the surface feel, temper, hand, break and stretch you desire.



General view of Nopco's new laboratories

Tanners' samples, submitted for analysis, are first carefully inspected and assessed with close regard to specific tannery procedures employed.

Leather specimens are fatliquored with different formulations in tumbling jars that duplicate the action of tannery drums.

Modern equipment is used to obtain per cent take-up of oil.

Tumbling barrels permit close approximation to actual tannery processes.

